

Message Text

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P 121400Z OCT 74

FM SECSTATE WASHDC

TO USLO PEKING PRIORITY

INFO AMCONSUL HONG KONG PRIORITY

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E.O. 11652: N/A

TAGS: ETRD, CH

SUBJECT: NCUSCT VICE PRESIDENT EUGENE THEROUX'S VISIT TO
PEKING

REF: STATE 223200

1. NATIONAL COUNCIL FOR US-CHINA TRADE HAS PROVIDED
DEPARTMENT WITH A COPY OF LETTER THAT (CONTRARY TO PARA-
GRAPH ONE IN THE LETTER) BURNHAM AND PHILLIPS HAVE ALREADY
MAILED TO CCPIT'S PRESIDENT WANG YAO-TING. GENE THEROUX
WILL DELIVER ANOTHER COPY DURING HIS VISIT TO PEKING.
TEXT CONTAINED PARA THREE BELOW. ALTHOUGH YOU WILL OF
COURSE HAVE AN OPPORTUNITY TO DISCUSS THEROUX'S VISIT WITH
HIM DIRECTLY, IT MIGHT BE USEFUL FOR DEPARTMENT TO PASS ON
POSTS COMMENTS, IF ANY, TO NCUSCT BEFORE HE LEAVES.

2. AT PRC NATIONAL DAY RECEPTION, THEROUX MENTIONED TO
PRCLO COUNSELOR CHANG TSIEN-HUA THAT NCUSCT WOULD BE SEND-
ING THIS LETTER. CHANG'S REACTION WAS THAT LETTER WAS NOT
NECESSARY; "WE ALL KNOW WHAT THE THREE MAIN TOPICS OF DIS-
CUSSION ARE." IN RESPONSE TO THEROUX'S QUERY FOR FURTHER
ELUCIDATION, CHANG RAPIDLY TICKED OFF CCPIT VISIT, CHINESE
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MARKETING MISSIONS TO THE US, AND CHINESE TRADE FAIR IN

THE US.

3. QUOTE DEAR MR WANG

WE HAVE ASKED OUR VICE PRESIDENT, MR. EUGENE A. THEROUX, TO DELIVER THIS LETTER TO YOU WITH OUR CORDIAL GREETINGS AND WARMEST REGARDS.

WE APPRECIATE THE OPPORTUNITY MR. THEROUX'S VISIT AFFORDS TO RECEIVE FIRST HAND THE VIEWS OF THE CHINA COUNCIL FOR THE PROMOTION OF INTERNATIONAL TRADE ON MATTERS OF MUTUAL INTEREST. WE LOOK FORWARD TO LEARNING YOUR ASSESSMENT OF THE DEVELOPING RELATIONSHIPS BETWEEN OUR TWO ORGANIZATIONS, AND GENERALLY ON MATTERS OF TRADE BETWEEN OUR TWO COUNTRIES.

NATURALLY, THERE ARE SUBJECTS OF PARTICULAR INTEREST TO US WHICH WE HOPE CAN BE FULLY DISCUSSED DURING MR. THEROUX'S VISIT WITH YOU. AMONG SUCH SUBJECTS ARE THE FOLLOWING:

1. THE VISIT OF CCPIT DELEGATION TO THE UNITED STATES IN THE FIRST PART OF 1975.

WE HOPE DATES FOR THIS VISIT, THE SIZE AND COMPOSITION OF THE DELEGATION, THE LENGTH OF YOUR VISIT, THE ITINERARY, AND RELATED QUESTIONS CAN BE THOROUGHLY DISCUSSED AND, WHERE POSSIBLE, DECIDED UPON.

2. VISITS BY VARIOUS DELEGATIONS FROM CHINA'S FOREIGN TRADE CORPORATIONS TO THE UNITED STATES.

WE HAVE, AS YOU KNOW, INVITED EACH OF CHINA'S FOREIGN TRADE CORPORATIONS TO SEND DELEGATIONS TO THE UNITED STATES. WHILE NO POSITIVE RESPONSES HAVE BEEN RECEIVED TO DATE, WE LOOK FORWARD TO SUCH VISITS, AND THE NATIONAL COUNCIL EXPECTS TO PLAY A PRINCIPAL ROLE IN ARRANGING VISITS BY THE SEVERAL CORPORATIONS, AS WE DISCUSSED WITH THE CCPIT IN NOVEMBER OF LAST YEAR.

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WE ARE PARTICULARLY INTERESTED IN DELEGATION EXCHANGES DESIGNED TO INCREASE CHINA'S EXPORTS TO THE UNITED STATES MARKETS THEREBY BRINGING OUR TRADE INTO BETTER BALANCE.

3. VISITS BY US INDUSTRY GROUPS TO CHINA

AS YOU KNOW FROM OUR DISCUSSION OF LAST YEAR, WE VERY

MUCH HOPE IT WILL SOON BE POSSIBLE FOR THE NATIONAL COUNCIL TO ARRANGE VISITS TO CHINA BY VARIOUS INDUSTRY GROUPS IN THE UNITED STATES, EITHER AT THE INVITATION OF THE CCPIT, THE VARIOUS FOREIGN TRADE CORPORATIONS, OR OTHER APPROPRIATE BODIES.

4. A CHINESE TRADE EXHIBITION IN THE UNITED STATES.

IN VIEW OF THE CAREFUL AND EXTENDED ADVANCE PLANNING REQUIRED FOR MAJOR TRADE EXHIBITIONS IN THE UNITED STATES, AND IN VIEW OF OUR SERIOUS INTEREST IN ARRANGING FOR A CHINESE EXHIBITION HERE AT THE EARLIEST PROPER TIME, WE HOPE THAT AT LEAST PRELIMINARY DECISIONS CAN BE REACHED ON THIS SUBJECT DURING MR. THEROUX'S VISIT. WE ESTIMATE, ONCE A FINAL DECISION IS MADE, THAT NOT LESS THAN 18 MONTHS OF PLANNING MUST BE DONE BEFORE SUCH AN EXHIBITION CAN TAKE PLACE.

A RELATED AND EQUALLY IMPORTANT SUBJECT FOR DISCUSSION IS THE MATTER OF U.S. INDUSTRY EXHIBITIONS IN CHINA, BOTH LARGE AND SMALL, AT THE EARLIEST PROPER TIME.

5. LEGAL SUBJECTS.

LAST NOVEMBER, MR. WALTER STERLING SURREY AND MR. THEROUX HELD FRUITFUL TALKS WITH THE LEGAL DEPARTMENT OF THE CCPIT. WE HOPE THESE DISCUSSIONS MAY BE CONTINUED BY MR. THEROUX DURING HIS VISIT.

6. VISITS TO FOREIGN TRADE CORPORATIONS, ETC.

TIME PERMITTING, IT WOULD BE APPRECIATED IF MR. THEROUX CAN VISIT THE HEAD OFFICE IN PEKING OF EACH OF THE LIMITED OFFICIAL USE

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FOREIGN TRADE CORPORATIONS, THE BANK OF CHINA, CHINA INTERNATIONAL TRAVEL SERVICE, THE CAAC, CHINA NATIONAL PACKAGING CORPORATION, AND THE INSURANCE, TRANSPORTATION AND SHIPPING AGENCIES.

NATURALLY, MR. THEROUX WILL COME PREPARED NOT ONLY TO DISCUSS THE FOREGOING SUBJECTS, BUT ALSO TO REPORT TO YOU ON THE ACTIVITIES OF THE NATIONAL COUNCIL DURING 1974, OUR PLANS 1975, PARTICULARLY CONCERNING DEVELOPMENT OF OUR IMPORTER COMMITTEE, AND OUR INTENTIONS TO WORK IN VARIOUS WAYS TOWARD INCREASED CHINESE EXPORTS TO THE

UNITED STATES. HE WILL ALSO REPORT ABOUT SUCH OTHER MATTERS OF MUTUAL INTEREST AS DEVELOPMENTS IN U.S. TARIFF AND TRADE POLICY, U.S. EXPORT CONTROL PRACTICES,

SOME EXPERIENCES AND ATTITUDES OF AMERICAN BUSINESS
FIRMS AND OTHER U.S. ORGANIZATIONS IN CONNECTION WITH
U.S. CHINA TRADE, AND SIMILAR SUBJECTS.

ONCE AGAIN, WE APPRECIATE THIS OPPORTUNITY TO CONVEY,
BY THIS LETTER AND PERSONALLY THROUGH MR. THEROUX, OUR
VERY BEST WISHES TO ALL OF YOU WHO, WITH US, ARE WORKING
TO PROMOTE TRADE BETWEEN OUR TWO COUNTRIES ON THE BASIS
OF EQUALITY AND MUTUAL BENEFIT.

SINCERELY,

(SIGNED) D.C. BURNHAM, CHAIRMAN
CHRISTOPHER H. PHILLIPS, PRESIDENT

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